

## **Los Alamos Contractor Steps Up to the Plate to Help Small New Mexico Construction Companies**

Los Alamos National Laboratory  
Small Business Office Press Release  
Written by Laura Lovato  
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A construction company well known for its excellent safety record, as well as its quality work, is also being recognized for its outstanding efforts to mentor small New Mexico construction companies. J.B. Henderson Construction has been operating in New Mexico since 1959. This company offers a large range of services including design/build, cleanroom construction, mechanical contracting, high-purity stainless steel piping and the remodeling of occupied and unoccupied buildings.

“By mentoring people and companies, J.B. Henderson Construction can assist in the development of excellent safety programs and management systems,” said Marcos Gonzales, business development manager of J.B. Henderson Construction. “We do this with the knowledge that eventually these companies will become our competitors, but why not compete with the best than with someone who is only interested in giving a low bid without providing the best value to the customer.”

While J.B. Henderson Construction’s mentor/protégé relationships with small construction companies have never been formal, they have proven to be beneficial. “We are now the largest 8(a) construction company in the state, thanks to our relationship with J.B. Henderson construction,” said Mike Vigil, president of MV Industries, Inc. “I approached J.B. Henderson Construction about this mentor/protégé relationship, because they were well known for having a quality program and excellent safety record. We wanted to follow in their path and have succeeded. Since our relationship began eight years ago, we have seen sales increase by more than \$10 million and that can be attributed to us having a quality construction program and superior safety record.”

Builtek Contractors, Inc., is another New Mexico company who benefited by teaming up with J.B. Henderson Construction. While this mentor/protégé relationship has just begun, Rudy Gonzalez, president of Builtek Contractors, Inc., said the company has seen some definite progress. “When the company began its relationship with J.B. Henderson Construction, I was looking at how I could maintain a quality workforce and improve our accounting system,” said Rudy. “I can now say that we do have reliable, good quality workers, as well as a more efficient accounting system, and that can be attributed to JB Henderson’s suggestions.”

J.B. Henderson Construction may be adding mentor/protégé to their long list of capabilities, but the Laboratory would also like to acknowledge this company for its excellent efforts to support economic development in northern New Mexico. “We set goals in northern New Mexico that 85 percent, even 90 percent, of our work force comes from northern New Mexico,” said Marcos. “These goals are set in our

economic development plans with the Los Alamos National Laboratory, and I make sure J.B. Henderson meets, even exceeds its goals. Why go outside the northern New Mexico community when you have excellent qualified workers and small businesses right in front of you.”

Marcos added that he puts in every effort to make sure he gets northern New Mexico small businesses involved in the projects he works on. In fact, he currently has 64 northern New Mexico small business participating in various projects. “Whether it is cement being poured into the foundation of a building, or furniture being placed in a new facility, I want to make sure that a local small business is the one providing the product or service required for a project,” said Marcos.

To learn more about J.B. Henderson Construction, go to <http://www.jbhenderson.com> online. You can also learn more about MV Industries by sending an e-mail to [mvind1@aol.com](mailto:mvind1@aol.com). To find out about Builtek Contractors, Inc., go to <http://www.builtek.com>.



JB Henderson mentor/protégé participants. From Left to right: Rudy Gonzalez, president of Builtek Contractors, Inc., Marcos Gonzales, business development manager of J.B. Henderson Construction, & Mike Vigil, president of MV Industries, Inc.

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